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**VALUABLE OR SMART INTELLIGENCE
ACQUIREMENT**

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Abstract

Valuable or smart intelligence acquirement is an important key activity for each state, national and international organizations, both military and civilian, to gather all is necessary for being in the top of the economic, military, political and social statistics. For this reason there are spent annually huge quantities of money, used well trained human resources and materials to achieve different goals or to find the easiest and cheapest ways for getting these. So, to accomplish what they have proposed, all organizations, both national and multinational, have developed many offices worldwide to be permanently in contact with the last discoveries.

Key words: intelligence, smart, state, organization, economic powers.

1. Introduction

Valuable or smart intelligence acquirement is a very important issue from the beginning of the world. In fact there are information concerning intelligence acquisition and the importance of them from the ancient time, especially from Sun Tzu, and then through many military thinkers like Clausewitz, Mahan, etc., who have demonstrated during the time that their concepts related to the importance of gathering intelligence remain permanently right. The ways of collection remain to be establish by each state or organization depending on their goals.

2. Modern intelligence

Turning back to the modern time, in last fifty years in all countries was demonstrated that all their organizations, both military and civilian, developed numerous branches for gathering information regarding all activities (political, economic, social, etc.). For this reason competition between national and multinational organizations emerge to a high scale of battle, especially in the areas as: ideology, research and development and production.

In the military field, in time, in all countries was seen an important evolution and specialization of intelligence. At the beginning it was only a small structure which had different names (bureau, office, section, compartment, etc.), but in 20th century this branch

VALUABLE OR SMART INTELLIGENCE ACQUIREMENT

has developed also as a structure and personnel number. These trends were observed in all countries around the world.

In non-military zone, and not only, many countries despite economic crisis spent time and money to research and develop new strategies, which brought them in last three years a great advantage over counterparts. That means they use a full scale of intelligence activity with national and multinational ties to accomplish their goals, to achieve new technology, to make more money, to obtain great quantities of minerals, gold, silver or strategic ores. As a result, in between 2011 - 2012, the global gold price has grown very fast, and all countries which had great quantities of money discovered that national reserves decreased due to lack of gold.

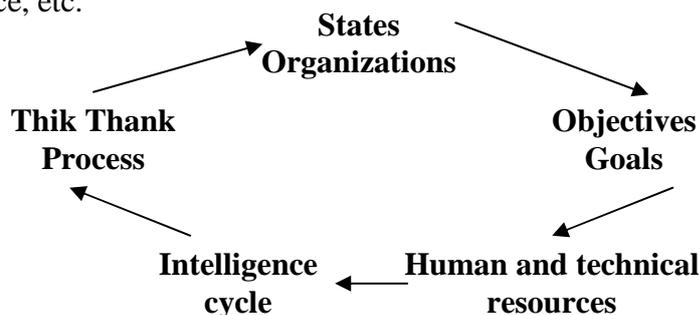
Because of this battle, many states, especially those which are great economic powers, and also military powers, from G20, G8 or BRIC, used different methods to develop their industries or inside management to remain in this struggle and to obtain results which will force economic counterparts to resign or to join them in different ways (selling, resigning, out of market etc.).

On the other side when all countries were found out in front of a global or multinational organization discovered that general ways were to raise the competitive effectiveness to remain as profitable as known organization. For these reasons many organizations choose or were forced to move their productions or even entire industries in those countries which they knew they didn't have great developments in that area of activity. In last 20 years the main reason has been that many countries become open markets to the big economic states.

All economic powers gathered intelligence from where they wanted to relocate that industry and then they have started a new competition through dislocating huge amount of money to preserve their investments or to „determine” persons or governments to accept their propositions. In specific terms means that high trained personnel from each branches of that organization was designated to collect, processed and disseminate valuable information to the Analysis Branch and then to the Board to verify if their strategy in use is right or to make a reorientation of it, even to stop it and to create a new direction of action.

All these states and all multinational organizations have developed many branch offices in different countries in last 20 years and sent many specialists well trained in gathering information for their main activities to establish which country is more appropriate in obtaining and supporting of the own goals. In this way all of them started to collect information which was supposed to be valuable to decision making process. In spite of all countries have those persons in official embassies and consulates, trained in gathering economic, social and politic information they discovered that for accurate information is mandatory to send more persons in the field.

In this way they use all types of intelligence, but the most used were: open sources, human intelligence and imaginary intelligence. For military purposes were used and still are all types of intelligence collection like Electronic Warfare Intelligence, Medical Intelligence, Signal Intelligence, etc.



VALUABLE OR SMART INTELLIGENCE ACQUIREMENT

All field researchers or those persons who were involved in finding information from Open Sources, collected huge quantities of information which were disseminated and processed by each organization to have an advantage over the rest of organizations or states which had interests in that field of activity. All these persons usually work in marketing branch and planning business branch and it is known that they came in these positions after many years of working in production branch, which is extremely relevant for organizations, due to their great experience and expertise in finding and solving different issues related to their activity.

For the organization progress, it was found that great ideas come, mainly from those workers who were involved in production. More if they had ties /connections with local, national and international researches from that branch, they would receive many opportunities. Many of them were highly trained through many courses and programs to achieve more information regarding how to raise production or to develop new concepts.

Concerning competitive intelligence acquisition in last twenty-two years many researchers, especially from SUA, but also researchers from Great Britain, France, China, Israel and Russia, and nowadays from Brazil, India and South Africa have developed many ways to find out which are the possibilities to gain more valuable information for their organizations in order to develop their economic activities.

Using phones, internet, even contacting persons from different organizations they found out that competitive intelligence acquisition could be realized both from internal and external sources. In this way all researches gather many information, even they are redundant for organization analysts.

Due to economic recession in last three years many small economic countries have thought to find new ways in staying close to the big ones and multinational organizations.

One step forward which was one of the most important decision, because those states decided to put together information, institutions /organizations, to create close links between intelligence services, even to use in common different assets.

In this way, in the most recent NATO summit, which took place in Chicago, United States, 20-21 May 2012 a part of the member states decided to put together money to buy different military elements with a common goal - DEFENCE. The initiators called this model – SMART DEFENCE, and it is wide spread as a new way of thinking. Probably many of them forgot about medieval wars in which all kings and emperors of the time put together their armies, money and all military and civilian assets they had to stop enemies like: Otoman Empire, Habsburg Empire, and Tsarist Empire. This way of thinking was also used in both World Wars by Wining States Coalition and Defeated States.

3. Conclusion

In some specialists' opinion, smart intelligence could be the next step for military thinkers, because it was demonstrated during the last confrontations that being smart is an arte, and acting smart is a quality which wasn't achieve by many countries till now. If one state want to have opportunities in achieving last generation of know-how or to possess new technologies has, in principle, two ways of action: to inject money in research and development or to gather intelligence from those countries which create know-how or use to offer great perspectives to all great researchers from pour countries or as a last option to ask for help to great powers.

In fact what is Smart Defence? Like all economic issues, when great economic powers gain more and more economic values and produce all things which are necessary for a normal growth, after that they decide that these values are or must be used by all countries despite their will. As a result all those countries which desire to accomplish own goals,

VALUABLE OR SMART INTELLIGENCE ACQUIREMENT

especially in military domain, will sustain through paying money to big military powers for their defense. In fact this is another face of globalization, called military assets globalization.

For this period of time, and in direct connection with economic depression, probably, acting in this way is the single solution. In time, for sure, all these countries which choose to act in this way have to redesign and rethink their ideas concerning national defense because in time was demonstrated that common interest will separate, due to, especially, internal economic pressure, immigration, national and regional political environment.

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